



# Advanced Teaming Agreements

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Presented by:

Ralph C. Thomas III, Esquire  
NASA Assistant Administrator for  
Small and Disadvantaged  
Business Utilization  
Washington, D.C.



# Assumptions and Disclaimers

This course assumes that you have taken a previous course, seminar, and/or workshop on teaming agreements. Nothing in this course is being provided as legal advice and nothing herein should be assumed as being endorsed by NASA or any other Federal Agency

# Review

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- Definition of a Teaming Agreement (FAR 9.601)
  - Why Team?
  - Model principles of effective Teaming Agreements
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# Objectives of a Teaming Agreement

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- Outstanding Performance
  - Supporting the agency mission
  - Establishing a good reference for past performance
  - Getting new business
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# Determining Your Leverage (Why do they want me?)

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- Subcontracting goals
  - Technical need
  - Quid pro quo
  - Customer base expansion
  - Bid shopping
  - Window dressing
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# Checking Out Your Potential Teammate

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- Reality check (Who's choosing who?)
  - Asking for the pre-nup and the anti-nup
  - Do you have a mistress (or am I one?)
  - How about following the model
  - Decision time
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# Negotiation Time

## (Using the Model Principles)

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- What are your real intentions with me?
  - What can we agree on?
  - What must we agree on?
  - Do I have a show stopper?
  - Does he have a show stopper?
  - Can we compromise?
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# Take It or Leave It (My way or the highway)

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- What do I have?
  - What did I want?
  - Can I live with what I have?
  - Can I live without it?
  - Do I have a Plan B?
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# Can I Still Achieve the Ultimate Objective

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- A subcontract
  - Outstanding performance
  - Support the agency mission
  - Build past performance through good reference
  - Get new business
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# For More Information Contact

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- NASA Office of Small and Disadvantaged Business Utilization (OSDBU)

300 E Street, S.W., Room 9K70

Washington D.C. 20546

(202) 358-2088

FAX (202) 358-3261

email: [rthomas@hq.nasa.gov](mailto:rthomas@hq.nasa.gov)

website: [www.osdbu.nasa.gov](http://www.osdbu.nasa.gov)

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